

Message Text

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ACTION EUR-12

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R 261527Z JAN 76
FM AMEMBASSY ATHENS
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FOR BIC/OED/STRAUSS LEON

E.O. 11652: N/A

TAGS: BEKP, ENRG, TECH, BENC, GR, EALR

SUBJECT: COMMERCIAL OPPORTUNITIES IN ELECTRIC POWER; GREECE

REF: A) ATHENS 164; B) AGHENS A-152, 8/12/75; C) ATHENS 4719,
7/12/73

1. SINCE SUBMISSION REFTEL A, EMBASSY AHS DEVELOPED
ADDITIONAL INFORMATION ON KARDIA III AND IV LIGNITE-
BURNING POWER UNITS. ENERGOMACHEXPORT WILL BE
GRANTED TURNKEY CONTRACT FOR THE TWO 300 MW UNITS,
AND WILL SELECT, SUBJECT TO PUBLIC POWER CORPORATION'S
APPROVAL, SUPPLIERS FOR EQUIPMENT SOVIETS CANNOT PRODUCE.
PPC WORKING LEVEL OFFICIALS, WHO SEEM UNENTHUSIASTIC
ABOUT SOVIET TECHNOLOGICAL CAPABILITY, ANTICIPATE
PARTICIAPTION OF WESTERN FIRMS IN THE PROJECT.
APPARENTLY NO SPECIFIC FIRMS HAVE BEEN OFFICIALLY
SELECTED YET, BUT BROWN BOBERI WAS MENTIONED AS
POSSIBILITY BY SEVERAL SOURCES. IN RESPONSE TO EMBASSY
QUERY, PPC REPS INDICATED THAT POTENTIAL SUPPLIERS SHOULD
CONTACT ENERGOMACHEXPORT DIRECTLY.

2. PRIMARY PURPOSE IN ASSIGNING PROJECT TO SOVIETS
APPEARS TO BE COMPENSATION FOR DANCELLATION OF THE
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\$89 MILLION PHILIPPI PEAT POWER PROJECT, SO EMBASSY

BELEIVES THAT CONSIDERABLE PORTION OF \$250 MILLION
COMBINED VALUE OF KARDIA III AND IV WILL GO TO NON-
SOVIET SUPPLIERS. ALTHOUGH PPC OFFICIALS WLD NOT
DIRECTLY CONFIRM, WE HAVE GAINED IMPRESSION THAT
TURBINE-GENERATROS WOULD BE ONLY MAJOR SOVIET-PRODUCED
COMPONENT.

3. IN ADDITION TO TWO KARDIA UNITS, ENERGOMACHEXPORT
HAS BEEN OFFERED, AGAIN APPARENTLY AS PART OF COMPENSATION
FOR PHILIPPI, OPTION ON PORTION OF EQUIPMENT FOR
POURNARI HYDROELECTRIC STATION (THREE UNITS OF 100 MW
EACH). INTERNATIONAL TENDERS ARE SCHEDULED TO BE ISSUED
EITHER FOR THE ENTIRE POURNARI PACKAGE
(SHOULD ENERGOMACHEXPORT DECLINE OPTION), OR FOR THAT
PORTION WHICH SOVIETS WILL NOT PROVIDE (REF B),

4. PPC IS CLEARLY ONCE AGAIN GEARING UP FOR FUTURE
DEVELOPMENT AFTER A YEAR IN THE DOLDRUMS. NUCLEAR
PROGRAM IS REPORTEDLY UNDER ACTIVE CONSIDRATION,
AND EMBASSY UNDERSTANDS THAT PPC PLANNERS HAVE EVEN
DUSTED OFF AND ARE RE-EXAMINING MODERN LOAD DISPATCH
CENTER PLANS (REF C).
KUBISCH

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